American Banker

ranks the

Top Lenders

AT A GLANCE:
Who's tops?

Rank		Total C & I Loans 12/31/83
1	Citibank NA, New York	$39,428,000,000
2	Chase Manhattan Bank NA, New York	33,140,086,000
3	Bank of America NT&SA, San Francisco	30,527,588,000
4	Manufacturers Hanover Trust Co., New York	21,476,581,000
5	Continental Illinois NB&T Co., Chicago	19,586,317,000
6	Morgan Guaranty Trust Co., New York	15,859,486,000
7	Chemical Bank, New York	15,597,532,000
8	Bankers Trust Co., New York	13,306,698,000
9	First National Bank, Chicago	10,226,632,000
10	Security Pacific National Bank, Los Angeles	8

Top 300 U.S. Commercial Banks in Commercial & Industrial Lending

As of December 31, 1983

(In thousands of dollars)

Rank		Total C&I Loans 12/31/83	Total C&I Loans 12/31/82	% Chg. in C&I Lending	C&I Rank 12/31/82	Gain in Rank	12/31/83 Breakdown of C&I Loans by Customer Domestic	Foreign	Total Loans Gross (b) 12/31/83	Ratio C&I to Total(%)	Total Assets 12/31/83
1	Citibank NA, New York	39,428,000	40,706,000	- 3.14	1		11,517,000	27,911,000	69,850,000	56	113,474,000
2	Chase Manhattan Bank NA, New York	33,140,086	32,214,492	+ 2.87	2		13,189,732	19,950,354	52,518,000	63	79,527,458
3	Bank of America NT&SA, San Francisco	30,527,588	31,703,089	- 3.71	3		12,587,703	17,939,885	71,090,465	43	109,668,351
4	Manufacturers Hanover Trust Co., New York	21,476,581	20,996,185	+ 2.29	5	+ 1	11,956,500	9,520,081	41,734,579	51	57,734,789
5	Continental Illinois NB&T Co., Chicago	19,586,317	21,929,587	- 10.69	4		12,444,395	7,141,922	29,904,063	65	40,669,908
6	Morgan Guaranty Trust Co., New York	15,859,486	16,848,421	- 5.87	6		6,239,653	9,619,833	29,068,573	55	56,204,251
7	Chemical Bank, New York	15,597,532	15,960,155	- 2.27	7		9,447,914	6,149,618	29,301,368	53	49,345,727
8	Bankers Trust Co., New York	13,306,698	12,340,797	+ 7.83	8		8,899,731	4,406,967	22,370,147	59	40,129,581
9	First National Bank, Chicago	10,226,632	10,147,471	+ 0.78	9		6,486,333	3,740,299	21,608,484	47	35,539,783
10	Security Pacific National Bank, Los Angeles	8,531,553	8,667,283	- 1.57	10		7,105,666	1,425,887	23,946,029	36	36,097,991
11	Marine Midland Bank NA, Buffalo, N.Y.	6,184,844	5,749,462	+ 7.57	12	+ 1	4,426,532	1,758,312	12,888,016	48	22,612,726
12	First National Bank, Boston	5,959,726	5,534,794	+ 7.68	13	+ 1	3,084,595	2,875,131	9,119,832	65	17,440,544
13	Mellon Bank NA, Pittsburgh	5,691,853	5,464,655	+ 4.16	14	+ 1	3,887,161	1,804,692	11,785,504	48	21,809,868
14	Crocker National Bank, San Francisco	5,376,204	5,820,606	- 7.63	11		4,144,448	1,231,756	16,025,768	34	23,001,540
15	Wells Fargo Bank NA, San Francisco	5,191,264	5,385,108	- 3.60	15		3,978,855	1,212,409	16,890,378	31	23,855,154
16	Texas Commerce Bank NA, Houston	4,929,472	3,664,602	+ 34.52	20	+ 4	4,572,276	357,196	6,284,395	78	11,863,099
17	Irving Trust Co., New York	4,010,628	3,886,665	+ 3.19	17		2,124,657	1,885,971	8,896,941	45	16,897,106
18	InterFirst Bank Dallas NA	3,979,289	4,508,554	- 11.74	16		3,452,486	526,803	6,709,318	59	11,034,025
19	First Interstate Bank of Calif., Los Angeles	3,683,584	3,859,832	- 4.57	18		2,396,314	1,287,270	11,984,375	31	20,829,386
20	First City National Bank, Houston	3,625,002	3,857,580	- 6.03	19		3,415,350	209,652	5,807,541	62	10,220,005
21	RepublicBank Dallas NA	3,558,128	3,456,040	+ 2.95	22	+ 1	2,765,133	792,995	7,561,144	47	12,558,018
22	Bank of New York	3,153,067	3,244,992	- 2.83	24	+ 2	2,667,507	485,560	7,640,581	41	12,649,306
23	Seattle-First National Bank	2,941,026	3,658,837	- 19.62	21		2,464,477	476,549	6,382,461	46	8,258,976
24	National Bank of Detroit	2,824,579	3,331,395	- 15.21	23		2,428,536	396,043	4,744,266	60	11,592,200
25	European American Bank & Trust Co., New York	2,618,937	1,929,195	+ 35.75	25		2,346,877	272,060	4,490,268	58	6,788,358
26	Union Bank, Los Angeles	2,137,945	1,735,962	+ 23.16	29	+ 3	2,105,453	32,492	4,954,446	43	7,923,025
27	NCNB National Bank of North Carolina, Charlotte	2,054,933	1,785,462	+ 15.09	27		1,755,384	299,549	4,751,776	43	9,138,864
28	National Westminster Bank USA, New York	2,046,238	1,763,351	+ 16.04	28		1,633,098	413,140	4,701,805	44	7,485,877
29	First National Bank, Minneapolis	1,855,729	1,379,486	+ 34.52	39	+ 10	1,650,532	205,197	3,284,853	56	7,187,746
30	Bank of Tokyo Trust Co., New York	1,799,637	1,905,281	- 5.54	26		1,371,197	428,440	2,618,303	69	4,505,212
31	Norwest Bank Minneapolis NA	1,670,629	1,463,781	+ 14.13	35	+ 4	1,390,608	280,021	3,589,298	47	5,731,456
32	Mercantile National Bank, Dallas	1,620,851	1,461,353	+ 10.91	36	+ 4	1,538,244	82,607	3,523,476	46	5,715,188
33	Rainier National Bank, Seattle	1,600,396	1,443,556	+ 10.86	38	+ 5	1,218,953	381,443	3,847,718	42	5,992,778
34	Pittsburgh National Bank	1,562,786	1,594,677	- 2.00	31		1,227,276	335,510	3,671,816	43	8,353,574
35	Harris Trust & Savings Bank, Chicago	1,490,167	1,582,491	- 5.83	32		1,338,039	152,128	3,537,227	42	6,973,980
36	Northern Trust Co., Chicago	1,468,529	1,717,310	- 14.49	30		1,146,659	321,870	2,873,126	51	5,954,922
37	BancOhio National Bank, Columbus	1,447,470	1,303,589	+ 11.04	41	+ 4	1,425,273	22,197	3,141,388	46	5,830,419
38	Philadelphia National Bank	1,446,246	1,315,060	+ 9.98	40	+ 2	1,286,338	159,908	3,073,795	47	5,841,136
39	Southeast Bank NA, Miami	1,413,718	1,083,153	+ 30.52	48	+ 9	1,392,559	21,159	4,043,179	35	8,477,650
40	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	1,395,971	1,468,664	- 4.95	34		1,226,685	169,286	3,634,715	38	7,697,846
41	Bank of New England NA, Boston	1,386,566	1,096,399	+ 26.47	47	+ 6	1,275,633	110,933	2,433,991	57	4,453,341
42	California First Bank, San Francisco	1,365,339	1,295,025	+ 5.43	42		1,171,613	193,726	3,084,136	44	4,346,847
43	AmeriTrust Co. NA, Cleveland, Ohio	1,337,913	1,449,981	- 7.73	37		1,186,465	151,448	3,196,658	42	5,799,603
44	Valley National Bank of Arizona, Phoenix	1,336,939	1,292,519	+ 3.44	43		1,187,430	149,509	4,721,451	28	8,096,390
45	Citizens & Southern National Bank, Atlanta	1,323,407	1,196,001	+ 10.65	44		1,296,662	26,745	3,300,226	40	6,409,843
46	Bank Leumi Trust Co., New York	1,307,797	881,574	+ 48.35	57	+ 11	922,180	385,617	1,589,222	82	3,028,110
47	United Virginia Bank, Richmond	1,282,440	1,118,583	+ 14.65	46		1,275,900	6,540	3,395,874	38	5,385,586
48	Girard Bank, Philadelphia	1,217,906	1,500,224	- 18.82	33		980,420	237,486	2,317,254	53	4,074,794
49	Allied Bank of Texas, Houston	1,199,507	933,146	+ 28.54	54	+ 5	1,199,507	0	1,868,094	64	3,394,350
50	United States National Bank, Portland, Ore.	1,160,411	994,232	+ 16.71	51	+ 1	1,159,674	737	3,330,757	35	5,641,910
51	First Union National Bank, Charlotte, N.C.	1,155,296	980,785	+ 17.79	52	+ 1	1,094,460	60,836	3,042,611	38	6,653,884
52	Comerica Bank-Detroit	1,110,159	1,048,315	+ 5.90	50		863,159	247,000	2,581,635	43	5,774,375
53	Connecticut Bank & Trust Co. NA, Hartford	1,085,308	1,078,685	+ 0.61	49		1,056,544	28,674	2,702,319	40	5,789,622
54	First Pennsylvania Bank NA, Philadelphia	1,045,768	1,144,926	- 8.66	45		970,650	75,118	2,687,783	39	5,127,522
55	Sovran Bank NA, Richmond, Va.	977,687	463,480	+110.94	106	+ 51	977,354	333	4,185,250	23	7,056,340
56	First Wisconsin National Bank, Milwaukee	952,517	929,920	+ 2.43	55		698,903	253,614	2,254,268	42	3,513,821
57	Morgan Bank Delaware, Wilmington	929,752	548,612	+ 69.47	90	+ 33	871,209	58,543	1,430,610	65	2,195,608
58	First National Bank of Maryland, Baltimore	926,313	631,034	+ 46.79	77	+ 19	659,153	267,160	1,820,183	51	3,369,477
59	First Interstate Bank of Oregon NA, Portland	917,058	896,128	+ 2.34	56		885,436	31,622	2,944,902	31	5,535,803
60	Maryland National Bank, Baltimore	896,388	755,279	+ 18.68	65	+ 5	783,067	113,321	2,255,683	40	4,918,908
61	First National Bank, St. Paul, Minn.	885,564	879,737	+ 0.66	58		880,882	4,682	1,948,439	45	4,079,497
62	Shawmut Bank of Boston NA	879,213	791,443	+ 11.09	60		775,728	103,485	1,704,671	52	3,136,378
63	Fleet National Bank, Providence, R.I.	853,686	763,222	+ 11.85	64	+ 1	754,937	98,749	2,053,297	42	4,886,012
64	First Interstate Bank of Arizona NA, Phoenix	837,518	670,726	+ 24.87	74	+10	806,083	31,435	2,988,525	28	4,874,519
65	First National Bank, Atlanta	827,964	717,963	+ 15.32	70	+ 5	740,890	87,074	2,376,169	35	5,270,170
66	Connecticut National Bank, Hartford	814,137	719,481	+ 13.16	69	+ 3	799,852	14,285	2,469,464	33	4,574,761
67	Continental Bank, Norristown, Pa.	794,276	754,770	+ 5.23	66		794,276	0	1,469,753	54	2,504,053
68	Manufacturers National Bank, Detroit	792,936	696,031	+ 13.92	73	+ 5	713,576	79,360	2,812,557	28	5,080,524
69	Mercantile Trust Co. NA, St. Louis, Mo.	785,310	789,129	- 0.48	61		643,213	142,097	1,731,635	45	3,434,076
70	Bank of California NA, San Francisco	758,825	877,264	- 13.50	59		603,291	155,534	2,474,527	31	3,948,163
71	Texas American Bank/Ft. Worth NA	757,259	736,799	+ 2.78	68		738,149	19,110	1,500,730	50	2,553,669
72	First National Bank & Trust Co., Oklahoma City	754,073	751,090	+ 0.40	67		749,910	4,163	1,492,059	51	2,604,588
73	Chemical Bank (Delaware), Wilmington	752,655	443,132	+ 69.85	111	+ 38	752,655	0	1,580,129	48	1,738,853
74	Fidelity Union Bank, Newark, N.J.	747,370	668,848	+ 11.74	75	+ 1	747,370	0	2,084,043	36	3,377,394
75	Lincoln First Bank NA, Rochester, N.Y.	746,531	716,903	+ 4.13	71		663,330	83,201	2,362,170	32	4,128,618
76	AmSouth Bank NA, Birmingham, Ala.	744,092	423,122	+ 75.86	114	+ 38	744,092	0	1,870,529	40	3,707,188
77	American National Bank & Trust Co., Chicago	738,003	776,519	- 4.96	63		612,827	125,176	1,431,968	52	3,066,290
78	First National State Bank, Newark, N.J.	730,704	616,611	+ 18.50	79	+ 1	711,681	19,023	1,520,259	48	2,676,633
79	Bank of the Southwest NA, Houston	724,768	708,602	+ 2.28	72		694,500	30,268	2,029,279	36	3,563,614
80	Equibank, Pittsburgh	701,919	529,094	+ 32.66	92	+12	657,910	44,009	1,732,280	41	3,226,306
81	Sumitomo Bank of California, San Francisco	689,838	580,418	+ 18.85	86	+ 5	646,247	43,591	2,021,937	34	2,454,078
82	Fidelity Bank, Philadelphia	659,169	606,458	+ 8.69	80		512,379	146,790	1,730,971	38	4,736,423
83	First National Bank, Louisville, Ky.	649,652	510,936	+ 27.15	99	+ 16	639,805	9,847	1,516,289	43	3,290,741
84	RepublicBank Houston NA	648,563	516,525	+ 25.56	95	+ 11	539,024	109,539	1,379,437	47	2,015,302
85	Midlantic National Bank, Newark, N.J.	647,899	550,231	+ 17.75	89	+ 4	634,509	13,390	1,443,352	45	2,741,986
86	First Interstate Bank of DenverNA	639,051	81,274	+636.30	366	+ 280	637,107	1,944	1,336,505	48	2,755,764
87	Centerre Bank NA, St. Louis, Mo.	638,946	780,199	- 18.10	62		532,759	106,187	1,443,718	44	3,569,431
88	Bank of Virginia, Richmond	636,079	662,999	- 4.06	76		575,257	60,822	2,154,328	30	3,800,762
89	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	635,900	552,629	+ 157	88		628,460	7,440	1,347,128	47	2,667,832
90	Provident National Bank, Philadelphia	634,145	593,234	+ 6.90	83		590,292	43,853	1,575,813	40	4,143,764
91	Lloyds Bank of California, Los Angeles	631,367	512,384	+ 23.22	98	+ 7	623,799	7,568	2,010,083	31	2,672,842
92	American Bank & Trust Co., Reading	627,529	426,293	+ 47.21	112	+20	627,529	0	1,510,185	42	2,749,410
93	Mitsui Manufacturers Bank, Los Angeles	614,808	525,614	+ 16.97	94	+ 1	614,808	0	1,064,087	58	1,675,305
94	American Security Bank NA, Washington, D.C.	604,813	602,666	+ 0.36	81		564,790	40,023	1,793,398	34	3,724,527
95	Trust Company Bank, Atlanta	582,881	461,854	+ 26.20	108	+ 13	543,867	39,014	1,221,531	48	3,090,505
96	Riggs National Bank, Washington, D.C.	573,776	477,255	+ 20.22	103	+ 7	378,798	194,978	1,640,562	35	4,757,591
97	National City Bank, Cleveland	569,092	589,366	- 3.44	84		520,964	48,128	2,155,677	26	4,197,666
98	First Jersey National Bank, Jersey City, N.J.	562,203	423,878	+ 32.63	113	+15	562,203	0	751,743	75	1,158,279
99	J. Henry Schroder Bank & Trust Co., New York	553,703	601,820	- 8.00	82		365,909	196,794	1,065,704	52	2,078,753
100	American Fletcher NB&T Co., Indianapolis	535,299	482,719	+ 10.89	101	+ 1	483,127	52,172	1,612,462	33	3,292,583

The source of the data is the Federal regulatory Report of Condition, or call report, for Dec. 31, 1983, and Dec. 31, 1982. The data are consolidated data for the bank and all of its branches both domestic and foreign. Total commercial and industrial loans are taken from the Loan Schedule (Schedule A) of the call report. For banks with foreign branches, total C&I loans is the sum of C&I loans to U.S. addressees (items 5a, Column A) and C&I loans to non-U.S. addressees (item 5b, Column A). For banks without foreign branches, total C&I loans is equal to item 5. For banks without foreign branches, American Banker makes the assumption that all C&I loans are to domestic borrowers. The data were compiled for American Banker by Data Resources, Inc., New York.

Top 300 U.S. Commercial Banks in Commercial & Industrial Lending

As of December 31, 1983

(In thousands of dollars)

Rank		Total C&I Loans 12/31/83	Total C&I Loans 12/31/82	% Chg. in C&I Lending	C&I Rank 12/31/82	Gain in Rank	12/31/83 Breakdown of C&I Loans by Customer Domestic	Foreign	Total Loans Gross (b) 12/31/83	Ratio C&I to Total(%)	Total Assets 12/31/83
101	Indiana National Bank, Indianapolis	521,243	466,226	+ 11.80	105	+ 4	513,420	7,823	1,438,290	36	3,035,073
102	Whitney National Bank, New Orleans	519,326	529,357	- 1.89	91		518,126	1,200	937,749	55	2,120,683
103	Bank of Hawaii, Honolulu	501,714	474,058	+ 5.83	104	+ 1	406,385	95,329	1,739,528	29	3,260,501
104	Hamilton Bank, Lancaster, Pa.	487,028	585,208	- 16.78	85		481,486	5,542	1,146,787	42	2,387,536
105	First National Bank & Trust Co., Tulsa, Okla.	470,454	455,004	+ 3.40	109	+ 4	469,578	876	798,593	59	1,305,622
106	Idaho First National Bank, Boise	469,255	394,391	+ 18.98	120	+ 14	469,255	0	1,364,675	34	2,386,422
107	InterFirst Bank Houston NA	466,650	526,663	- 11.39	93		446,846	19,804	951,753	49	1,565,337
108	NCNB National Bank of Florida, Tampa	465,622	115,478	+303.21	309	+201	465,122	500	1,298,724	36	3,097,325
109	Republic National Bank, New York	464,542	553,284	- 16.04	87		230,223	234,319	2,279,467	20	9,681,201
110	Michigan National Bank, Detroit	463,477	380,784	+ 21.72	125	+ 15	458,477	5,000	1,328,955	35	1,803,888
111	Fuji Bank & Trust Co., New York	463,045	373,207	+ 24.07	129	+ 18	397,335	65,710	1,028,791	45	2,014,163
112	Third National Bank, Nashville, Tenn.	451,674	397,243	+ 13.70	119	+ 7	451,674	0	1,022,476	44	1,871,067
113	Society National Bank, Cleveland	448,351	291,362	+ 53.88	160	+ 47	423,969	24,382	1,227,464	37	2,378,135
114	State Street Bank & Trust Co., Boston	447,842	390,655	+ 14.64	122	+ 8	438,669	9,173	1,226,316	37	3,918,082
115	Huntington National Bank of Northeast Ohio, Cleveland	440,436	388,999	+ 13.22	123	+ 8	430,998	9,438	804,159	55	1,198,027
116	InterFirst Bank Fort Worth NA	440,378	516,209	- 14.69	96		425,643	14,735	836,460	53	1,652,604
117	Israel Discount Bank of New York	439,161	345,136	+ 27.24	136	+ 19	283,180	155,981	667,379	66	3,378,028
118	United Jersey Bank, Hackensack	433,921	270,613	+ 60.35	168	+ 50	433,921	0	1,122,458	39	2,387,348
119	Industrial Valley Bank & Trust Co., Philadelphia	431,440	414,984	+ 3.97	117		431,440	0	942,198	46	1,869,189
120	Bank South NA, Atlanta	430,004	308,437	+ 39.41	150	+ 30	423,592	6,412	786,518	55	1,640,472
121	Arizona Bank, Phoenix	423,301	368,328	+ 14.93	130	+ 9	363,607	59,694	1,782,993	24	2,756,043
122	Huntington National Bank, Columbus, Ohio	418,541	462,048	- 9.42	107		416,367	2,174	2,120,235	20	4,128,905
123	Bank of the West, San Francisco	414,884	373,361	+ 11.12	128	+ 5	414,884	0	805,949	51	1,144,072
124	Rhode Island Hospital Trust National Bank, Providence	411,819	410,474	+ 0.33	118		362,919	48,900	1,077,901	38	1,832,953
125	United Bank of Denver NA	411,687	479,293	- 14.11	102		411,687	0	1,295,578	32	2,444,277
126	City National Bank, Beverly Hills	407,465	364,449	+ 11.80	131	+ 5	407,465	0	890,208	46	2,075,456
127	Industrial Bank of Japan Trust Co., New York	404,974	298,192	+ 35.81	157	+ 30	219,048	185,926	1,014,891	40	1,641,762
128	Central National Bank, Cleveland	403,947	374,237	+ 7.94	127		352,499	51,448	1,162,788	35	2,298,161
129	Bank of Oklahoma NA, Tulsa	401,960	320,666	+ 25.35	143	+ 14	401,960	0	1,051,168	38	1,630,483
130	First Hawaiian Bank, Honolulu	391,377	359,807	+ 8.77	132	+ 2	363,966	27,411	1,232,287	32	2,383,574
131	Deposit Guaranty National Bank, Jackson, Miss.	384,729	346,687	+ 10.97	134	+ 3	384,706	23	1,123,182	34	2,288,216
132	Manufacturers & Traders Trust Co., Buffalo, N.Y.	383,658	383,008	+ 0.17	124		381,456	2,202	1,079,581	36	1,934,361
133	Liberty National Bank & Trust Co., Oklahoma City	382,714	415,727	- 7.94	116		382,676	38	1,065,141	36	2,179,840
134	Exchange National Bank, Chicago	381,718	300,804	+ 26.90	156	+ 22	353,620	28,098	706,562	54	1,132,870
135	Imperial Bank, Los Angeles	380,505	420,033	- 9.41	115		380,505	0	779,224	49	1,295,661
136	First Tennessee Bank NA, Memphis	380,374	502,203	- 24.26	100		357,990	22,384	1,068,940	36	2,411,186
137	Golden State Sanwa Bank, San Francisco	372,883	258,801	+ 44.08	175	+ 38	372,883	0	834,458	45	1,265,493
138	Atlantic National Bank, Jacksonville	372,778	292,694	+ 27.36	159	+ 21	372,778	0	1,174,913	32	3,284,833
139	First City Bank, Dallas	372,326	353,401	+ 5.36	133		372,326	0	666,697	56	1,084,074
140	First Interstate Bank of Washington NA, Seattle	367,980	320,710	+ 14.74	142	+ 2	363,636	4,344	1,346,425	27	2,635,491
141	BancTexas Dallas NA	367,601	379,749	- 3.20	126		367,601	0	650,708	56	980,171
142	First Security Bank of Utah NA, Ogden	367,240	302,500	+ 21.40	155	+ 13	367,240	0	1,478,640	25	2,541,797
143	Merchants National Bank & Trust Co., Indianapolis	366,157	325,427	+ 12.52	139		329,986	36,171	1,073,556	34	2,004,140
144	Zions First National Bank, Salt Lake City	365,439	329,630	+ 10.86	137		365,439	0	1,079,099	34	2,078,376
145	Northwestern Bank, North Wilkesboro, N.C.	363,244	304,108	+ 19.45	154	+ 9	363,244	0	1,262,270	29	2,514,384
146	Citytrust, Bridgeport, Conn.	358,697	223,383	+ 60.57	200	+ 54	358,697	0	847,658	42	1,231,630
147	Bank One, Columbus, NA, Ohio	357,040	308,899	+ 15.58	149	+ 2	356,488	552	973,755	37	1,749,477
148	Michigan National Bank, Lansing	356,602	449,205	- 20.61	110		345,102	11,500	1,153,508	31	1,761,048
149	Peoples National Bank of Washington, Seattle	355,411	320,960	+ 10.73	141		355,411	0	1,013,259	35	1,970,966
150	Hibernia National Bank, New Orleans	353,987	318,695	+ 11.07	144		352,094	1,893	745,056	48	1,567,649
151	United Bank of Arizona, Phoenix	353,294	254,560	+ 38.79	178	+ 27	347,742	5,552	844,914	42	1,270,841
152	First American National Bank, Nashville, Tenn.	347,336	313,759	+ 10.70	146		347,070	266	840,670	41	1,703,854
153	Commerce Union Bank, Nashville, Tenn.	343,663	305,704	+ 12.42	152		319,055	24,608	871,897	39	1,569,999
154	Old Kent Bank & Trust Co., Grand Rapids, Mich.	341,782	284,142	+ 20.29	162	+ 8	322,279	19,503	645,321	53	1,983,233
155	SouthTrust Bank of Alabama NA, Birmingham	335,493	304,990	+ 10.00	153		335,493	0	827,779	41	1,665,412
156	Dominion Bank NA, Roanoke, Va.	335,121	281,298	+ 19.13	164	+ 8	335,121	0	1,042,995	32	2,087,823
157	Marine Bank NA, Milwaukee	331,208	268,068	+ 23.55	170	+ 13	311,083	20,125	789,914	42	1,264,096
158	Central Bank of the South, Birmingham, Ala.	329,708	306,485	+ 7.58	151		329,708	0	1,062,350	31	2,712,172
159	First Bank of South Dakota NA, Sioux Falls	329,562	187,662	+ 75.61	219	+ 60	329,562	0	792,346	42	1,178,199
160	Capital Bank NA, Houston	328,402	392,205	- 16.27	121		327,352	1,050	682,938	48	1,102,672
161	Commerce Bank of Kansas City NA, Mo.	326,131	310,196	+ 5.14	148		326,131	0	658,749	50	1,525,816
162	Florida National Bank, Jacksonville	324,632	81,331	+299.15	365	+203	324,632	0	2,071,034	16	3,479,103
163	BayBank Middlesex, Burlington, Mass.	323,011	233,799	+ 38.16	189	+ 26	323,011	0	1,068,460	30	1,786,426
164	Branch Banking & Trust Co., Wilson, N.C.	321,109	276,184	+ 16.27	165	+ 1	321,109	0	1,046,008	31	1,706,086
165	Old National Bank of Washington, Spokane	320,872	328,218	- 2.24	138		320,872	0	864,890	37	1,444,627
166	New Jersey National Bank, Trenton	317,635	228,455	+ 39.04	192	+ 26	316,534	1,101	715,817	44	1,373,992
167	Central Trust Co. NA, Cincinnati	316,719	243,584	+ 30.02	185	+ 18	316,719	0	844,116	38	1,660,512
168	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	309,838	324,100	- 4.40	140		308,015	1,823	657,223	47	1,631,438
169	Suburban Bank, Bethesda, Md.	307,463	199,285	+ 54.28	210	+ 41	307,463	0	1,071,680	29	2,551,027
170	Liberty National Bank & Trust Co., Louisville, Ky.	304,596	272,750	+ 11.68	167		304,596	0	797,474	38	1,438,942
171	Community Bank, Huntington Park, Calif.	300,124	312,386	- 3.93	147		300,124	0	441,688	68	750,401
172	Heritage Bank NA, Monroe Twp., N.J.	298,930	246,278	+ 21.38	182	+ 10	298,930	0	815,421	37	1,800,072
173	National Bank of Commerce, Memphis, Tenn.	294,924	224,362	+ 31.45	196	+ 23	294,924	0	504,567	58	1,058,788
174	Continental National Bank, Fort Worth, Tex.	294,541	274,274	+ 7.39	166		281,990	12,551	481,172	61	747,866
175	El Paso National Bank, Tex.	292,506	174,048	+ 68.06	230	+ 55	292,506	0	498,851	59	851,514
176	Equitable Bank NA, Baltimore	291,492	245,580	+ 18.70	183	+ 7	289,192	2,300	1,101,953	26	2,560,703
177	Banco Popular de Puerto Rico, San Juan	290,520	224,262	+ 29.54	197	+ 20	290,520	0	1,075,463	27	2,969,591
178	First Interstate Bank of Nevada NA, Reno	289,952	232,797	+ 24.55	190	+ 12	289,952	0	1,221,781	24	2,477,046
179	Barclays Bank of New York NA	286,184	257,528	+ 11.13	177		286,184	0	856,967	33	1,515,150
180	Union Trust Co., Baltimore	286,064	167,141	+ 71.15	234	+ 54	276,951	9,113	959,385	30	1,607,973
181	Frost National Bank, San Antonio, Tex.	285,132	345,902	- 17.57	135		285,132	0	665,464	43	1,573,476
182	Citizens & Southern National Bank, Charleston, S.C.	284,625	235,891	+ 20.66	187	+ 5	284,625	0	882,058	32	2,022,726
183	National Community Bank, Rutherford, N.J.	282,696	174,305	+ 62.18	229	+ 46	282,696	0	764,361	37	1,470,634
184	Central Penn National Bank, Philadelphia	282,426	212,616	+ 32.83	203	+ 19	282,426	0	579,460	49	1,017,008
185	Long Island Trust Co. NA, Garden City, N.Y.	280,971	249,322	+ 12.69	179		268,890	12,081	739,537	38	1,310,493
186	Toledo Trust Co., Ohio	279,904	217,292	+ 28.81	202	+ 16	279,904	0	734,261	38	1,630,713
187	InterFirst Bank Austin NA, Tex.	279,266	223,479	+ 24.96	199	+ 12	279,266	0	872,540	32	1,445,049
188	South Carolina National Bank, Charleston	278,894	264,135	+ 5.59	171		277,434	1,460	916,643	30	2,225,677
189	National Bank of Commerce, San Antonio, Tex.	278,584	246,874	+ 12.84	181		278,584	0	592,762	47	1,047,871
190	Oregon Bank, Portland	275,837	263,696	+ 4.60	172		275,837	0	600,633	46	1,040,729
191	First National Bank, Jackson, Miss.	273,736	249,202	+ 9.85	180		273,736	0	808,227	34	1,699,321
192	LaSalle National Bank, Chicago	273,360	283,562	- 3.60	163		272,762	598	758,796	36	1,288,647
193	Texas Commerce Bank-Austin NA	267,469	258,642	+ 3.41	176		267,469	0	766,250	35	1,101,498
194	Fidelity Bank NA, Oklahoma City	267,050	295,191	- 9.53	158		267,050	0	479,353	56	810,099
195	First Tennessee Bank, Knoxville	266,139	35,800	+643.41	395	+ 207	266,139	0	437,796	61	754,673
196	First National Bank of S.C., Columbia	263,877	188,152	+ 40.25	218	+ 22	263,877	0	748,414	35	1,637,628
197	Old Stone Bank, Providence, R.I.	263,205	241,092	+ 9.17	186		263,205	0	1,458,183	18	1,826,725
198	Royal Bank & Trust Co., New York	262,262	269,657	- 2.74	169		262,262	0	438,082	60	619,520
199	Sun Bank NA, Orlando, Fla.	261,042	245,312	+ 6.41	184		252,558	8,484	1,230,384	21	2,123,998
200	National Bank of Washington, D.C.	257,891	177,273	+ 45.48	226	+ 26	238,034	19,857	726,890	35	1,173,341

The source of the data is the Federal regulatory Report of Condition, or call report, for Dec. 31, 1983, and Dec. 31, 1982. The data are consolidated data for the bank and all of its branches both domestic and foreign. Total commercial and industrial loans are taken from the Loan Schedule (Schedule A) of the call report. For banks with foreign branches, total C&I loans is the sum of C&I loans to U.S. addressees (items 5a, Column A) and C&I loans to non-U.S. addressees (item 5b, Column A). For banks without foreign branches, total C&I loans is equal to item 5. For banks without foreign branches, American Banker makes the assumption that all C&I loans are to domestic borrowers. The data were compiled for American Banker by Data Resources, Inc., New York.

Top 300 U.S. Commercial Banks in Commercial & Industrial Lending

As of December 31, 1983

(In thousands of dollars)

Rank		Total C&I Loans 12/31/83	Total C&I Loans 12/31/82	% Chg in C&I Lending	C&I Rank 12/31/82	Gain in Rank	12/31/83 Breakdown of C&I Loans by Customer Domestic	12/31/83 Breakdown of C&I Loans by Customer Foreign	Total Loans Gross (b) 12/31/83	Ratio C&I to Total(%)	Total Assets 12/31/83
201	First American Bank of Virginia, McLean	256,853	129,531	+ 98.29	281	+ 80	256,853	0	851,255	30	1,785,903
202	Colonial Bank, Waterbury, Conn.	256,556	285,778	- 10.23	161		213,529	43,027	884,250	29	1,343,851
203	First National Bank, Cincinnati	253,629	202,184	+ 25.44	208	+ 5	252,669	960	720,885	35	1,864,048
204	Colorado National Bank, Denver	250,009	224,987	+ 11.12	193		250,009	0	814,904	31	1,333,183
205	United States Trust Co., New York	247,657	260,388	- 4.89	174		238,322	9,335	963,498	26	2,307,619
206	First National Bank, Amarillo, Tex.	247,295	198,827	+ 24.38	211	+ 5	247,295	0	676,374	37	1,049,667
207	Union Planters National Bank, Memphis	246,498	263,461	- 6.44	173		211,587	34,911	764,709	32	1,724,895
208	First National Bank of Commerce, New Orleans	245,227	158,803	+ 54.42	243	+ 35	243,820	1,407	683,918	36	2,003,684
209	Guaranty Bank & Trust Co., Lafayette, La.	242,986	231,841	+ 4.81	191		242,986	0	491,865	49	768,754
210	First Bank NA, Milwaukee, Wis.	242,865	186,881	+ 29.96	220	+ 10	242,865	0	388,244	63	601,003
211	Barnett Bank of South Florida NA, Miami	237,240	194,456	+ 22.00	213	+ 2	237,240	0	1,058,937	22	2,083,475
212	Union Trust Co., Stamford, Conn.	236,970	185,114	+ 28.01	223	+ 11	224,383	12,587	995,697	24	1,629,801
213	Chicago-Tokyo Bank, Chicago	233,126	224,700	+ 3.75	195		233,126	0	291,981	80	373,586
214	First-Citizens Bank & Trust Co., Raliegh, N.C.	230,046	204,628	+ 12.42	206		230,046	0	898,647	26	1,930,625
215	Fourth National Bank & Trust Co., Wichita, Kan.	229,816	209,947	+ 9.46	204		229,816	0	530,116	43	1,072,501
216	National State Bank, Elizabeth, N.J.	228,846	207,673	+ 10.20	205		228,846	0	587,007	39	1,249,027
217	Central Fidelity Bank, Richmond	227,631	52,483	+333.72	389	+172	227,631	0	964,697	24	1,594,971
218	State National Bank, El Paso, Tex.	223,167	224,106	- 0.42	198		223,167	0	457,333	49	815,593
219	Puget Sound National Bank, Tacoma, Wash.	223,110	167,532	+ 33.17	233	+ 14	223,110	0	781,038	29	1,156,301
220	Central Bank, San Francisco	218,426	191,159	+ 14.26	217		218,426	0	655,027	33	1,073,721
221	First National Bank, Kansas City, Mo.	216,775	202,339	+ 7.13	207		216,775	0	676,705	32	1,272,688
222	National Bank of Alaska, Anchorage	208,010	182,483	+ 13.99	224	+ 2	208,010	0	480,306	43	988,827
223	Republic National Bank, Miami	206,349	119,502	+ 72.67	303	+ 80	206,349		308,458	67	719,948
224	Provident Bank, Cincinnati	205,476	156,914	+ 30.95	244	+ 20	205,476	0	438,306	47	829,868
225	First City National Bank, Midland, Tex.	205,393	198,629	+ 3.41	212		205,393	0	279,895	73	515,069
226	First National Bank of Jefferson Parish, Gretna, La.	204,133	199,797	+ 2.20	210r		204,133	0	298,742	68	463,097
227	First National Bank, Mobile, Ala.	201,976	194,176	+ 4.02	215		201,976	0	348,728	58	664,983
228	Northeastern Bank of Pennsylvania, Wilkes-Barre	201,940	153,636	+ 31.44	249	+ 21	201,940	0	585,817	34	1,191,871
229	Sunwest Bank of Albuquerque NA, N.M.	201,707	186,010	+ 8.44	221		201,707	0	543,909	37	1,281,258
230	Banco de Ponce, P.R.	200,200	114,885	+ 74.26	311	+ 81	200,200	0	705,838	28	1,632,097
231	UBAF Arab American Bank, New York	199,169	202,183	- 1.49	209		14,540	184,629	727,553	27	1,467,010
232	Westamerica Bank NA, San Rafael, Calif.	197,459	-------	-----	...		197,459	0	567,472	35	884,967
233	Liberty National Bank, Buffalo, N.Y.	195,879	153,877	+ 27.30	247	+ 14	195,879	0	464,181	42	874,531
234	First Eastern Bank NA, Wilkes-Barre, Pa.	195,524	149,567	+ 30.73	252	+ 18	195,524	0	593,713	33	1,022,517
235	Mitsubishi Bank of Calif., Los Angeles	195,189	113,639	+ 71.76	314	+ 79	195,189	0	497,994	39	740,985
236	Arlington Trust Co., Lawrence, Mass.	194,575	125,346	+ 55.23	291	+ 55	194,575	0	560,804	35	827,411
237	Bank One, Dayton, NA, Ohio	191,670	224,757	- 14.72	194		189,572	2,098	706,284	27	1,169,570
238	First of America Bank-Detroit NA	190,917	147,294	+ 29.62	254	+ 16	131,049	59,868	692,325	28	1,138,788
239	First Security Bank of Idaho NA, Boise	190,186	175,111	+ 8.61	228		190,186	0	1,012,370	19	1,718,641
240	Jefferson Guaranty Bank, Metairie, La.	190,113	115,141	+ 65.10	310	+ 70	190,113	0	319,910	59	526,179
241	First National Bank, Allentown, Pa.	189,512	160,502	+ 18.07	240		189,512	0	634,619	30	1,124,453
242	Central Bank of Denver	187,668	185,765	+ 1.02	222		187,668	0	631,308	30	1,040,750
243	Shawmut Worcester County Bank NA, Worcester, Mass.	186,903	182,090	+ 2.64	225		186,903	0	438,043	43	847,360
244	Texas American Bank/Houston NA	186,060	137,996	+ 34.83	263	+ 19	186,060	0	281,216	66	411,196
245	Key Bank NA, Albany, N.Y.	185,544	192,582	- 3.65	216		185,544	0	713,830	26	1,360,009
246	National Bank of Georgia, Atlanta	182,437	120,133	+ 51.86	300	+ 54	182,437	0	547,411	33	1,100,697
247	Bank of New England-West NA, Springfield, Mass.	181,766	166,172	+ 9.38	235		181,766	0	453,311	40	726,897
248	Union National Bank, Pittsburgh	181,532	162,717	+ 11.56	238		181,532	0	747,019	24	1,660,001
249	Lake Shore National Bank, Chicago	180,971	149,145	+ 21.30	253r	+ 4	180,971	0	301,942	60	495,513
250	First National Bank of Florida, Tampa	175,789	169,347	+ 3.80	231		175,789	0	764,642	23	1,627,240
251	Corpus Christi National Bank, Tex.	174,846	194,332	- 10.03	214		174,846	0	337,262	52	709,721
252	Horizon Bank NA, Morristown, N.J.	173,328	129,728	+ 33.61	280	+ 28	173,328	0	509,073	34	893,719
253	Bank of Delaware, Wilmington	172,858	136,451	+ 26.68	267	+ 14	172,858	0	657,970	26	1,103,252
254	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	172,355	105,913	+ 62.73	329	+ 75	172,355	0	574,985	30	1,557,860
255	First National Bank, Shreveport, La.	172,096	134,556	+ 27.90	271	+ 16	172,096	0	458,357	38	1,079,089
256	National Boulevard Bank, Chicago	171,232	127,750	+ 34.04	284	+ 28	171,232	0	300,309	57	481,057
257	Norwest Bank Des Moines NA, Iowa	170,932	139,877	+ 22.20	260	+ 3	145,819	25,113	706,782	24	1,180,855
258	First American Bank NA, Washington, D.C.	170,632	100,706	+ 69.44	342	+ 84	170,632	0	485,984	35	940,124
259	First Source Bank, South Bend, Ind.	170,599	147,986	+ 15.28	253		170,599	0	355,758	48	715,480
260	Valley Bank of Nevada, Las Vegas	170,567	162,577	+ 4.91	239		170,567	0	617,795	28	1,161,591
261	First National Bank, Albuquerque, N.M.	170,399	135,934	+ 25.35	268	+ 7	170,399	0	444,793	38	800,063
262	First National State Bank, Totowa, N.J.	169,244	-------	-----	...		169,244	0	590,223	29	1,226,885
263	McAllen State Bank, Tex.	166,926	163,177	+ 2.30	237		166,926	0	365,572	46	591,568
264	Flagship National Bank, Miami	166,648	131,723	+ 26.51	274	+ 10	142,362	24,286	525,666	32	940,293
265	First City National Bank, Austin, Tex.	166,501	159,686	+ 4.27	242		166,501	0	480,692	35	672,665
266	Allied Lakewood Bank, Dallas	164,401	138,752	+ 18.50	262		164,401	0	298,055	55	488,219
267	First National Bank, Wichita, Kan.	162,990	134,566	+ 21.12	270	+ 3	162,990	0	291,784	56	610,792
268	First Commercial Bank NA, Little Rock, Ark.	161,906	130,024	+ 24.52	278	+ 10	161,906	0	396,146	41	1,133,638
269	Commonwealth National Bank, Harrisburg, Pa.	161,104	165,802	- 2.83	236		161,104	0	635,566	25	1,261,811
270	Mercantile Safe Deposit & Trust Co., Baltimore	160,894	143,657	+ 12.00	255		160,894	0	375,730	43	868,428
271	United Carolina Bank, Whiteville, N.C.	160,551	112,919	+ 42.18	317	+ 46	160,551	0	641,323	25	1,082,557
272	Trust Company of New Jersey, Jersey City	159,090	102,178	+ 55.70	338	+ 66	159,090	0	490,129	32	936,862
273	Commercial National Bank, Shreveport, La.	158,123	115,627	+ 36.75	308	+ 35	158,123	0	560,080	28	1,091,950
274	Amarillo National Bank, Tex.	157,363	159,829	- 1.54	241		157,363	0	365,282	43	600,185
275	Bankers Trust of South Carolina, Columbia	157,183	137,345	+ 14.44	265		157,183	0	811,689	19	1,661,956
276	Southern National Bank, Lumberton, N.C.	157,056	113,515	+ 38.36	316	+ 40	157,056	0	563,693	28	952,725
277	Worthen Bank & Trust Co. NA, Little Rock, Ark.	156,397	126,053	+ 24.07	289	+ 12	156,397	0	441,965	35	781,830
278	Fifth Third Bank, Cincinnati	156,319	154,095	+ 1.44	246		145,683	10,636	672,849	23	1,582,635
279	Great Western Bank & Trust, Phoenix, Ariz.	154,788	101,510	+ 52.49	340	+ 61	154,788	0	425,102	36	590,708
280	Fidelity National Bank, Baton Rouge, La.	153,807	135,109	+ 13.84	269		153,807	0	453,865	34	707,320
281	Cullen Center Bank & Trust, Houston	153,239	219,015	- 30.03	201		153,239	0	292,785	52	572,358
282	First National Bank, Lubbock, Tex.	153,150	138,940	+ 10.23	261		153,150	0	308,483	50	556,075
283	Peoples Trust Bank, Fort Wayne, Ind.	152,854	99,370	+ 53.82	344	+ 61	152,854	0	446,205	34	793,727
284	InterFirst Bank Fannin, Houston	152,561	125,802	+ 21.27	290	+ 6	152,561	0	420,872	36	587,372
285	NS&T Bank NA, Washington, D.C.	152,354	106,332	+ 43.28	327	+ 42	152,354	0	400,963	38	766,565
286	Peoples Bank & Trust Co., Rocky Mount, N.C.	150,471	118,551	+ 26.93	304	+ 18	150,471	0	382,795	39	602,861
287	Central Trust Co., Rochester, N.Y.	150,145	136,678	+ 9.85	266		150,145	0	370,342	41	503,484
288	First Los Angeles Bank	149,803	66,194	+126.31	385	+ 97	149,803	0	227,152	66	436,377
289	American National Bank, Bakersfield, Calif.	148,990	87,926	+ 69.45	361	+ 72	148,990	0	371,938	40	580,762
290	F&M Marquette National Bank, Minneapolis	148,360	79,918	+ 85.64	370	+ 80	148,360	0	909,440	16	1,324,448
291	Franklin State Bank, Franklin Township, N.J.	147,707	112,708	+ 31.05	318	+ 27	147,707	0	362,783	41	635,244
292	Manufacturers Hanover, NA, Rochester, N.Y.	147,649	118,632	+ 24.50	303	+ 11	147,649	0	334,471	44	503,341
293	Quachita National Bank, Monroe, La.	147,340	130,261	+ 13.11	277		147,340	0	252,413	58	516,716
294	Pacific Western Bank, Milwaukie, Ore.	147,253	126,608	+ 16.31	288		147,253	0	390,738	38	603,339
295	Security Trust Co., Rochester, N.Y.	147,006	149,843	- 1.89	251		147,006	0	477,904	31	920,029
296	Laredo National Bank, Tex.	146,915	168,153	- 12.63	232		146,915	0	295,103	50	811,526
297	First Interstate Bank of Idaho NA, Boise	146,463	121,063	+ 20.98	298	+ 1	146,463	0	469,316	31	775,974
298	Calcasieu Marine National Bank, Lake Charles, La.	146,044	129,861	+ 12.46	279		146,044	0	351,703	42	642,907
299	State Bank of Albany, N.Y.	145,831	106,463	+ 36.98	325	+ 26	145,831	0	341,758	43	1,149,090
300	Casco Northern Bank NA, Portland, Me.	145,136	21,475	+ 575.80	...		145,136	0	456,527	32	735,161

The source of the data is the Federal regulatory Report of Condition, or call report, for Dec. 31, 1983, and Dec. 31, 1982. The data are consolidated data for the bank and all of its branches both domestic and foreign. Total commercial and industrial loans are taken from the Loan Schedule (Schedule A) of the call report. For banks with foreign branches, total C&I loans is the sum of C&I loans to U.S. addressees (items 5a, Column A) and C&I loans to non-U.S. addressees (item 5b, Column A). For banks without foreign branches, total C&I loans is equal to item 5. For banks without foreign branches, American Banker makes the assumption that all C&I loans are to domestic borrowers. The data were compiled for American Banker by Data Resources, Inc., New York.

Little Growth In Business Lending in '83

Continued from Page 1

ham Lambert Inc. in New York said. "Corporations will reduce current inventories before seeking new loan commitments for expansion," he added.

According to data from the Federal Reserve Board, loans to consumers by all commercial banks were up a sizable 14.5% in 1983, while loans to business grew only 5.3%. Total bank loans to consumers were $219.7 billion at yearend 1983, compared with $191.8 billion a year earlier. And total business loans were $413.0 billion in 1983 compared with $342.3 billion the previous yearend.

In addition to weak loan demand, the problem loan situation at some of the larger banks contributed to the flat growth in commercial and industrial lending. The well-publicized global debt situation forced some of the large banks to classify an increasing amount of foreign loans as nonperforming.

Continental and Crocker

Two banks with severe loan-loss problems in 1983, Continental Illinois National Bank and Trust Co., Chicago, and Crocker National Bank, San Francisco, posted significant declines in C&I lending, primarily in the domestic area.

At Continental, loans were off 10.7% to $19.6 billion. The Chicago bank had a drop of 13.7% in domestic C&I lending to $12.4 billion and a 4.2% decline in foreign C&I lending to $7.1 billion. Crocker's decline of 7.6% to $5.4 billion was all from the 9.9% drop in domestic commercial lending, which fell to $4.1 billion.

Commercial and industrial loans are loans to business enterprises, including direct or purchased loans, such as commercial paper and bankers acceptances.

Despite a decrease in C&I lending

Lending: Page 24

Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 300 Banks in Lending to Business** survey that appears in today's edition? Over the past year we have incorporated many of your suggestions to provide more meaningful information. Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

(2.) What do you like **best** about this tabulation?

(3.) What do you like **least** about this tabulation?

(4.) **How** do you use this information in your work?

(5.) What **new** statistical survey would you like to see?

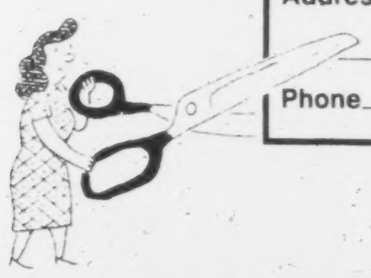
Name (optional)_____

Title_____

Company_____

Address_____

Phone_____



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Weak Demand Causes Slight Gains in Loan Volume

Continued from Page 23
from the previous year, Citibank, New York, retained its position as the top lender in total commercial and industrial lending as well as the top foreign C&I lender. Citibank's total commercial and industrial loans were $39.4 billion, a decrease of 3.1% from 1982, as the money center bank's domestic C&I lending dropped 13.4%. Foreign commercial lending was up a slight 1.8%.

Citibank continues to rely more on foreign lending than any of the other banks in today's survey. The small increase pushed foreign C&I lending to over 70% of total C&I lending — up more than 3.5 percentage points from 1982. That is, by far, the largest percentage of foreign to total commercial and industrial loans of any bank in the top 300.

Second ranked Chase Manhattan Bank had $33.1 billion in total commercial and industrial lending, an increase of 2.9%. Chase, first in domestic commercial lending for 1982, held onto that position despite a 15.7% drop in that category to $13.2 billion. At the same time, the giant bank's foreign commercial and industrial lending was up 20.4% to $20 billion, placing it No. 2 behind Citibank.

BofA Stays in Third

Remaining in third place, the Bank of America, San Francisco, had total commercial and industrial loans of $30.5 billion, a decrease of 3.7% from 1982. Bank of America was second in domestic lending, with $12.6 billion, which was a 3.0% decline. And it was third in foreign lending, with $17.9 billion, off 4.2%.

Moving up one spot to rank fourth was Manufacturers Hanover Trust Co., New York. The bank, which was fourth in both yearend deposits and assets, had a 2.3% decrease in total C&I loans to $21.5 billion. Manufacturers had an increase in domestic commercial lending of 7.4% to $12.0 billion and a 3.5% drop in foreign lending to $9.5 billion, making it fourth and fifth, respectively.

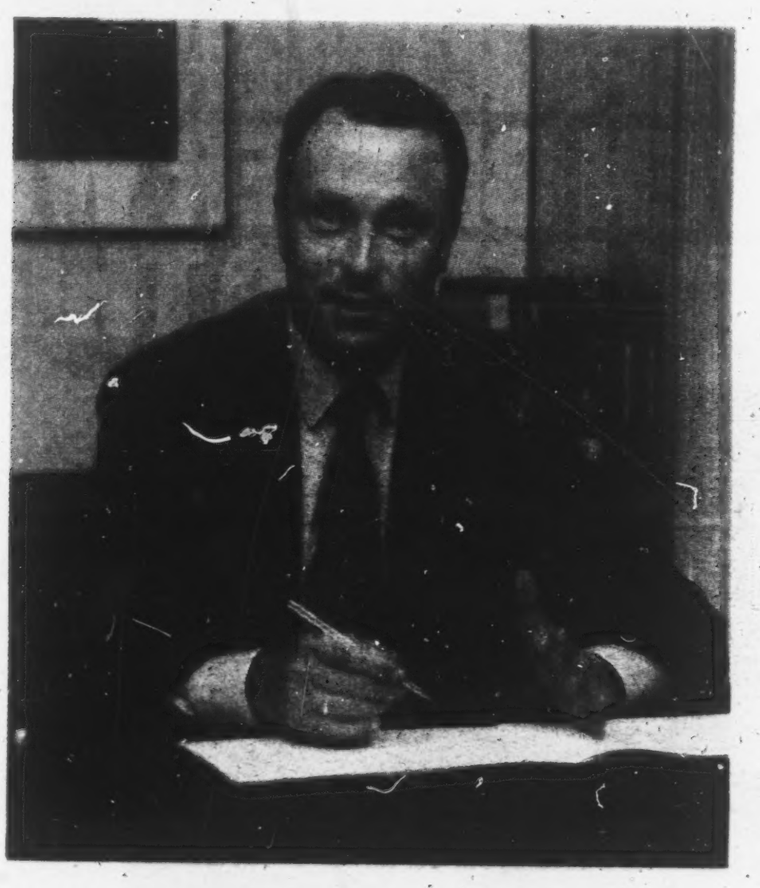
Falling to the fifth spot was Continental Illinois, Chicago. As stated earlier, Continental reported $19.6 billion in total C&I lending, a 10.7% decline.

For the top 10 banks in commercial and industrial lending, whose $209.1 billion accounts for 52.1% of the top 300 banks' total, C&I lending was down 1.5%. However, domestic lending took the brunt of the decline, showing a 5.0% drop from 1982 to $99.9 billion. Foreign lending, however, was up 1.9% to $109.3 billion. In 1982, the percentage of domestic to total C&I loans was roughly even, but in 1983, the domestic share declined almost five percentage points to 47.8%.

The survey is based on Dec. 31, 1983, data from the Report of Condition, or call report, submitted by banks to the federal regulatory agencies. The data were supplied by Data Resources Inc., New York.

- The total commercial and industrial loans of the top 10 banks accounts for 50.6% of all C&I loans; the total for the top 100 represents 84.1% of the industry total; and the top 300 makes up 97.2%.
- Though C&I loans for the top 300 were up only 3.2%, when the percentages for the first, second, and third 100 groups are looked at, a very different picture emerges. As already reported, the top 100 inched up only 0.4% from the previous year, but C&I lending by the second 100 was up 14.1%. And for the third 100 hundred, it was up 22.5%. The last two groups together represent less than 15% of the top 300's total, but they account for 62.4% of the total dollar gain in lending.
- The bank with the highest gain in rank was First Interstate Bank of Denver. It jumped 280 places to rank 86, as lending soared 636.3% to $639.1 million. First Interstate acquired Intrawest Bank of Denver, which had $1.5 billion in deposits, in October 1983.
- The bank with the largest percentage increase in C&I lending was First Tennessee Bank, Knoxville, whose commercial and industrial lending soared 643.4%. First Tennessee, which acquired the $590.9 million-deposit United American Bank, Knoxville, jumped 207 places to rank 195.
- Other big gainers include: NCNB National Bank of Florida, Tampa, which is the result of a merger of the Trust Company of Florida, Orlando, First National Bank, Lake City, and NCNB National Bank, Tampa, into NCNB National Bank, Boca Raton. The merger helped increase its commercial and industrial lending 303.2% to $465.6 million. NCNB, Tampa, jumped 201 places to rank 108.
- Another bank which climbed in its ranking was Florida National Bank, Jacksonville, whose C&I lending was up 299.2% to $324.6, to rank 162. In June of 1983, Florida National consolidated all of its subsidiary banks into one statewide bank. ■

"Banking will always be a service business."



The POLK Round Table:
One in a series.

by Michael Rassmann
Executive Vice President
European American Bank

It's a buyer's market in banking today.
Correspondent banking has changed a lot over the years. Customers' needs have grown more and more complex in the face of *their* expanding markets. So these pressures are passed along directly to major banks.

It's easy to see how some banks can become distracted by all these pressures. It's inevitable that some will lose sight of the basic fact that banking is a service business.

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With it they can keep up to date on their financial positions. And with computerization, our EURASTAR™ and EURAMICRO® systems provide quick and cost-effective financial analyses of banks and corporations throughout the world.

Personal service on a worldwide basis.
But computers and advanced systems are only part of the story. The best systems in the world aren't worth much if there aren't quality people available to make them work.

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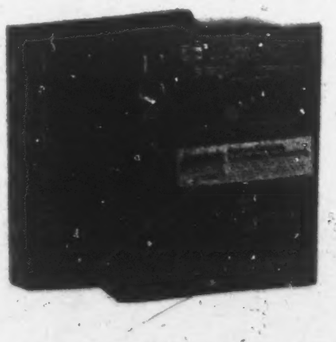

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Florida National Offering New Business Credit Line

JACKSONVILLE, Fla. — Florida National Bank has introduced a "business-purpose revolving line of credit," a check-activated line of credit for businesses.

Corporate customers may use a major asset such as real estate to obtain financing ranging from $25,000 to $1 million for business purposes. Because the line is check-activated, the customer determines the amount and timing of advances and repayment without additional documentation or legal fees.

"This revolving line of credit for businesses enables some of our corporate customers to receive a floating rate and a larger line of credit than is generally available," said Joyce Indingaro, vice president of Florida National's corporate and industrial division. "For example, the line is an excellent way to infuse capital into a small business."

The interest rate is tied to Florida National's prime rate. The business-purpose line is on a demand basis and would expire after a five-year period. Interest would be paid monthly and principal repaid as suits the company's needs.

Florida National has $4.7 billion in assets and 147 locations statewide. ■

Natick Trust Co. Is Acquired

BOSTON — The Federal Reserve Bank of Boston has approved the application by UST Corp., Boston, to ac-

American Banker

The Daily Financial Services Newspaper

VOL. CXLIX NO.124 | Friday, June 22, 1984 | 149th Year

TODAY

TOP PERFORMER: Republic Bank New York Corp. repeated as the top performer among money center banking companies, according to an *American Banker* performance survey 1

OVER THE LIMIT? A federal judge in Washington has ruled that regulators overstepped their bounds earlier this year when they adopted restrictions on the use of brokered deposits 1

TOWARD FEWER LOOPHOLES: A House subcommittee has approved legislation that would expand the legal definition of a bank and force banks out of the discount brokerage business 1

HOT START: London's version of Chicago's futures contract is off to a flying start 2

INTERNATIONAL BRIEFING: Sweden is using its high credit rating to refinance higher-priced loans on improved terms 2

Mergers and Acquisitions 2

LEGISLATIVE BOOST: An Illinois House committee has approved a bill that would give Continental Illinois Corp. the right to merge with an out-of-state banking company .. 3

REED'S CREED: In his first public remarks since being named the next chairman of Citicorp, John S. Reed urged a high-tech approach to both consumer and corporate banking .. 3

ARMS DEBATE: Two widely diverging views on adjustable-rate mortgages were heard by a House subcommittee exploring their use 3

FIGHTING SECRECY: Reagan administration officials have testified before a congressional subcommittee about the need for broader powers under bank secrecy laws 3

THE NATURAL: Despite their constant warring, banks and insurance companies should have a natural partnership 4

REDUCING FLOAT BLOAT: California regulators have issued the final draft of regulations designed to reduce check float 17

Financial Services Stocks 28

THE BACK PAGE: "Leveraged buyout mania" has struck and will probably reach record heights in 1984, banking observers say 32

Quote

[It's like] sharecroppers who owed more at the end of the year than at the beginning.

House Majority Leader Jim Wright, talking about the effect of adjustable-rate mortgages on consumers. [3]

Unquote

Republic New York Again Top Money Center Performer

By L. MICHAEL CACACE

NEW YORK — In 1983, for the second year in a row, Republic New York Corp. was the top money center banking company in return on assets and return on equity.

Among nonmoney center banking companies with assets of $10 billion or more, Texas Commerce Bancshares Inc., Houston, was tops in both return on assets and return on equity, supplanting InterFirst Corp., Dallas.

And for the second consecutive year, Allied Bancshares Inc., Houston, was the top performer in both ROA and ROE among the 40 banking firms in the $5 billion-plus peer group.

These are some of the findings of the *American Banker's* annual survey of the performance on the nation's large bank holding companies, being published today.

The survey is based on data supplied by Cates Consulting Analysts, New York.

Tables Begin on Page 21

The *American Banker* included all commercial banking companies with assets of $5 billion or more on Dec. 31, 1983, in the survey. It then broke these 71 bank holding companies into three peer groups: 14 money center banks; 17 nonmoney center banks with assets of $10 billion or more; and 40 companies with total assets of from $5 billion to $10 billion.

➳ Performance: Page 24

Brokered Funds Issue Seen Likely To Go to Congress

By LISA J. Mc CUE

WASHINGTON — A surprise court ruling against regulatory restrictions on the use of brokered funds by banks and thrifts has thrown the controversial issue into the laps of federal lawmakers.

The restrictions adopted earlier this year by the Federal Deposit Insurance Corp. and the Federal Home Loan Bank Board were overturned Wednesday by Judge Gerhard A. Gesell in the U.S. District Court here.

He ruled that the agencies had exceeded their authority in limiting deposit insurance on all but the first $100,000 of brokered funds at a bank or thrift. That regulation was due to go into effect on Oct. 1.

Judge Gesell let stand an FHLBB rule that problem institutions are pro-

➳ Broker: Page 31

House Subcommittee Approves Bill Closing Loopholes, Limiting Powers

Washington Bureau

WASHINGTON — A House Energy and Commerce subcommittee passed legislation Thursday that would expand the legal definition of a bank to include so-called consumer banks or "nonbank banks" and would restrict bank activities in other businesses such as securities and insurance.

Nonbank banks fall outside the present legal definition of a bank and therefore escape many bank regulations.

The bill — H.R. 5881, sponsored by Rep. Timothy Wirth, D-Colo., who is chairman of the House subcommittee on telecommunications and finance — also would force banks to give up discount brokerage operations. Along with two adopted amendments, it also would permit federal law to override all state laws governing banks with more than $50 million in assets, while banks with less than that amount could still take advantage of state banking laws, according to sources.

Much of the Wirth bill appears to incorporate restrictive banking legislation proposed and under review by the House Banking Committee, chaired by Fernand St Germain, D.-R.I.

The legislation faces several hurdles before it could be enacted. It requires approval by the full House Energy and Commerce Committee, and it may also require House Banking Committee consideration. In addition, the House Banking Committee is considering similar legislation.

The Energy and Commerce Committee, because of interstate concerns, shares jurisdiction with the Banking Committee on this major banking bill. It appears likely that the Wirth subcommittee will need to confer with the Banking Committee in seeking passage of its bill.

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American Banker ranks the Top Performing Banking Companies

AT A GLANCE: Who's tops?

	R.O.A. 1983
Money Center Banks	
1. Republic New York Corp.	0.90
2. J.P. Morgan & Co., Inc.	0.79
3. Mellon National Corp.	0.76
4. Bank of Boston Corp.	0.72
5. Citicorp	0.67
$10 Billion Asset Banks	
1. Texas Commerce Bancshares, Inc.	1.09
2. PNC Financial Corp.	1.02
3. Mercantile Texas Corp.	0.96
4. NCNB Corp.	0.80
5. RepublicBank Corp.	0.75
$5-to-$10 Billion Asset Banks	
1. Allied Bancshares, Inc.	1.46
2. Banc One Corp.	1.35
3. Norstar Bancorp., Inc.	1.27
4. Wachovia Corp.	1.20
5. Fleet Financial Group, Inc.	1.12

1983 Performance of Top U.S. Banking Companies

By Peer Group and Ranked by Three Measures of Performance

A. Listed in Order of **Return on Average Assets**

B. Listed in Order of **Return on Average Equity**

C. Listed in Order of **% Change in Earnings/Share**

MONEY CENTER BANKS

ROA Rank 1983	1982		1983	1982
1	1	Republic New York Corp.[2]	0.90	0.76
2	2	J.P. Morgan & Co., Inc.	0.79	0.69
3	4	Mellon National Corp.	0.76	0.69
4	3	Bank of Boston Corp.	0.72	0.71
5	6	Citicorp	0.67	0.60
6	5	Bankers Trust New York Corp.[1]	0.66	0.54
7	7	Chemical New York Corp.	0.64	0.54
8	10	Manufacturers Hanover Corp.	0.55	0.50
9	11	Chase Manhattan Corp.	0.54	0.40
10	13	First Chicago Corp.	0.53	0.39
11	12	Irving Bank Corp.[2]	0.48	0.42
12	8	Harris Bankcorp., Inc.	0.41	0.48
13	9	Northern Trust Corp.	0.29	0.49
14	14	Continental Illinois Corp.	0.27	0.17
		MEAN VALUES FOR GROUP	**0.59**	**0.53**

ROE Rank 1983	1982		1983	1982
1	1	Republic New York Corp.	16.97	20.36
2	4	Citicorp	16.38	16.34
3	2	Bankers Trust New York Corp.	16.25	18.22
4	3	J.P. Morgan & Co., Inc.	15.37	17.23
5	5	Chemical New York Corp.	15.13	15.81
6	7	Mellon National Corp.	14.57	13.96
7	6	Bank of Boston Corp.	14.35	15.15
8	8	Manufacturers Hanover Corp.	13.36	13.76
9	12	Chase Manhattan Corp.	12.96	10.61
10	9	Irving Bank Corp.	11.98	12.44
11	11	First Chicago Corp.	11.36	10.73
12	10	Harris Bankcorp., Inc.	8.01	10.81
13	14	Continental Illinois Corp.	6.14	4.93
14	13	Northern Trust Corp.	5.36	10.24
		MEAN VALUES FOR GROUP	**12.73**	**13.61**

EPS Rank 1983	1982		1983	1982
1	5	First Chicago Corp.	65.4	15.0
2	13	Chase Manhattan Corp.	41.8	-32.4
3	14	Continental Illinois Corp.	34.9	-67.8
4	1	Citicorp	15.7	31.4
5	8	Chemical New York Corp.	13.0	9.6
6	7	Bank of Boston Corp.	10.9	11.1
7	4	J.P. Morgan & Co., Inc.	10.4	15.5
8	6	Mellon National Corp.	8.9	13.1
9	9	Manufacturers Hanover Corp.	7.6	2.8
10	12	Irving Bank Corp.	6.5	-15.6
11	10	Republic New York Corp.	4.0	-7.2
12	3	Bankers Trust New York Corp.	2.5	23.7
13	2	Harris Bankcorp, Inc.	-13.1	23.9
14	11	Northern Trust Corp.	-44.0	-12.5
		MEAN VALUES FOR GROUP	**11.8**	**0.8**

$10 BILLION-ASSET BANKS

ROA Rank 1983	1982		1983	1982
1	3	Texas Commerce Bcsh., Inc.	1.09	1.15
2	4	PNC Financial Corp.	1.02	1.00
3	2	Mercantile Texas Corp.[2]	0.96	1.15
4	7	NCNB Corp.	0.80	0.90
5	5	RepublicBank Corp.	0.75	0.90
6	8	First Bank System, Inc.	0.72	0.72
7	10	Security Pacific Corp.	0.71	0.67
8	12	Bank of New York Co., Inc.	0.71	0.60
9	11	NBD Bancorp, Inc.	0.68	0.68
10	9	Norwest Corp.	0.67	0.57
11	14	Wells Fargo & Co.	0.61	0.56
12	13	First Interstate Bancorp.	0.61	0.58
13	15	Marine Midland Banks, Inc.	0.48	0.45
14	6	First City Bancorp. of Texas, Inc.	0.32	0.87
15	16	BankAmerica Corp.	0.32	0.33
16	17	Crocker National Corp.	-0.04	0.30
17	1	InterFirst Corp.	-0.82	1.08
		MEAN VALUES FOR GROUP	**0.56**	**0.74**

ROE Rank 1983	1982		1983	1982
1	2	Texas Commerce Bcsh., Inc.	18.72	21.26
2	3	Mercantile Texas Corp.	17.50	20.22
3	8	NCNB Corp.	16.19	15.70
4	6	Security Pacific Corp.	16.16	16.65
5	5	PNC Financial Corp.	16.10	17.75
6	9	Bank of New York Co., Inc.	15.74	15.66
7	4	RepublicBank Corp.	14.09	19.11
8	12	First Bank System, Inc.	13.25	13.18
9	10	First Interstate Bancorp.	13.02	13.49
10	11	Wells Fargo & Co.	12.47	13.36
11	13	Norwest Corp.	11.66	12.11
12	14	NBD Bancorp., Inc.	10.56	10.69
13	15	Marine Midland Banks, Inc.	10.18	10.38
14	16	BankAmerica Corp.	7.52	9.17
15	7	First City Bancorp. of Texas, Inc.	4.80	15.74
16	17	Crocker National Corp.	-1.09	6.34
17	1	InterFirst Corp.	-15.64	21.44
		MEAN VALUES FOR GROUP	**10.66**	**14.84**

EPS Rank 1983	1982		1983	1982
1	17	Norwest Corp.	31.5	-16.4
2	5	NCNB Corp.	15.7	15.8
3	2	Bank of New York Co., Inc.	14.5	21.8
4	6	PNC Financial Corp.	11.2	14.4
5	9	Security Pacific Corp.	10.7	10.6
6	11	First Bank System, Inc.	10.4	9.6
7	14	First Interstate Bancorp.	7.7	-9.2
8	12	Marine Midland Banks, Inc.	6.8	1.3
9	10	Wells Fargo & Co.	3.8	9.8
10	4	Texas Commerce Bcsh., Inc.	3.0	17.8
11	8	NBD Bancorp., Inc.	0.9	12.4
12	1	Mercantile Texas Corp.	-3.6	22.9
13	3	RepublicBank Corp.	-10.5	18.7
14	16	BankAmerica Corp.	-16.2	-13.9
15	13	First City Bancorp. of Texas, Inc.	-65.1	-7.4
16	15	Crocker National Corp.	-117.4	-9.8
17	7	InterFirst Corp.	-174.2	13.9
		MEAN VALUES FOR GROUP	**-15.9**	**6.6**

$5-to-$10 BILLION-ASSET BANKS

ROA Rank 1983	1982		1983	1982
1	1	Allied Bancshares, Inc.[2]	1.46	1.56
2	2	Banc One Corp.[2]	1.35	1.28
3	--	Norstar Bancorp., Inc.[2]	1.27	1.29
4	3	Wachovia Corp.	1.20	0.83
5	--	Fleet Financial Group, Inc.	1.12	0.99
6	7	First Union Corp., Inc.	1.10	0.85
7	--	First Atlanta Corp.	1.09	1.00
8	5	Barnett Banks of Florida, Inc.	0.98	0.92
9	--	Sovran Financial Corp.	0.98	0.95
10	--	Fidelcor, Inc.[2]	0.98	0.77
11	--	Midlantic Banks, Inc.	0.98	0.98
12	9	CoreStates Financial Corp.	0.97	0.90
13	--	United Virginia Bankshares, Inc.	0.96	0.98
14	8	Citizens & Southern Ga. Corp.	0.93	0.96
15	--	First National State Bancorp.[2]	0.91	0.84
16	6	AmeriTrust Corp.	0.90	1.10
17	11	U.S. Bancorp.	0.88	0.92
18	13	Sun Banks, Inc.	0.85	0.79
19	14	Mercantile Bancorp., Inc.	0.82	0.83
20	21	Rainier Bancorp.	0.79	0.69
21	10	Maryland National Corp.	0.77	0.93
22	15	National City Corp.	0.77	0.76
23	12	CBT Corp.	0.74	0.87
24	--	Texas American Bksh., Inc.[2]	0.71	1.01
25	--	First Wisconsin Corp.[2]	0.70	0.61
26	17	Southeast Banking Corp.	0.67	0.77
27	19	Bank of New England Corp.[2]	0.66	0.75
28	22	Comerica, Inc.	0.65	0.56
29	23	Manufacturers National Corp.	0.64	0.45
30	20	Shawmut Corp.[2]	0.62	0.66
31	18	Valley National Corp.	0.62	0.78
32	4	Southwest Bancshares, Inc.[2]	0.57	0.97
33	26	Union Bank	0.54	0.44
34	16	Huntington Bancshares, Inc.	0.47	0.80
35	25	Centerre Bancorp.	0.43	0.45
36	28	National Westminster Bank USA[2]	0.36	0.26
37	24	BancOhio Corp.[2]	0.32	0.39
38	29	Michigan National Corp.[2]	0.24	0.07
39	27	European American Bancorp.[2]	0.23	0.36
40	30	First Pennsylvania Corp.	-0.31	-0.40
		MEAN VALUES FOR GROUP	**0.77**	**0.77**

ROE Rank 1983	1982		1983	1982
1	1	Allied Bancshares, Inc.	23.54	25.93
2	4	Barnett Banks of Florida, Inc.	19.67	19.09
3	--	Fidelcor, Inc.[2]	19.45	14.43
4	--	First Atlanta Corp.[2]	19.43	19.86
5	2	Banc One Corp.	18.43	20.36
6	6	Wachovia Corp.	18.25	18.69
7	--	Fleet Financial Group, Inc.[2]	17.89	18.52
8	8	CoreStates Financial Corp.	17.71	16.34
9	3	First Union Corp., Inc.	17.67	19.18
10	--	United Virginia Bankshares, Inc.[2]	16.71	17.08
11	--	Midlantic Banks, Inc.[2]	16.64	16.95
12	--	Sovran Financial Corp.[2]	16.45	17.39
13	--	First National State Bancorp.[2]	16.36	15.77
14	7	Citizens & Southern Ga. Corp.	16.33	16.63
15	12	Sun Banks, Inc.	14.97	14.63
16	--	Norstar Bancorp.[2]	14.62	15.99
17	9	Bank of New England Corp.	14.45	16.20
18	13	CBT Corp.	13.59	14.37
19	10	Mercantile Bancorp., Inc.	12.71	14.71
20	22	Rainier Bancorp.	12.51	11.33
21	--	First Wisconsin Corp.[2]	12.46	12.59
22	21	Manufacturers National Corp.	12.12	11.37
23	16	Southeast Banking Corp.	11.84	13.04
24	19	National City Corp.	11.77	12.05
25	15	Shawmut Corp.	11.76	13.74
26	20	Comerica, Inc.	11.66	11.73
27	14	Maryland National Corp.	11.59	14.19
28	--	Texas American Bksh., Inc.[2]	11.36	16.38
29	18	U.S. Bancorp.	11.28	12.15
30	17	Valley National Corp.	10.80	12.90
31	24	Union Bank	10.40	9.15
32	5	Southwest Bancshares, Inc.	9.84	18.88
33	11	Huntington Bancshares, Inc.	9.51	14.71
34	23	AmeriTrust Corp.	8.29	9.59
35	27	Centerre Bancorp.	7.16	8.19
36	28	National Westminster Bank USA	5.82	5.80
37	25	European American Bancorp.	5.17	8.35
38	26	BancOhio Corp.	4.86	8.22
39	29	Michigan National Corp.	4.50	0.76
40	30	First Pennsylvania Corp.	-11.97	-9.22
		MEAN VALUES FOR GROUP	**12.69**	**13.70**

EPS Rank 1983	1982		1983	1982
1	29	Michigan National Corp.	353.3	-93.1
2	--	Fidelcor, Inc.	60.7	--
3	6	Wachovia Corp.	58.0	17.4
4	1	Manufacturers National Corp.	47.3	374.8
5	3	National Westminster Bank USA	44.7	37.3
6	8	Barnett Banks of Florida, Inc.	33.2	14.5
7	13	First Union Corp., Inc.	25.1	11.8
8	17	Union Bank	24.6	5.5
9	--	First Atlanta Corp.	23.2	--
10	25	Rainier Bancorp.	18.9	-12.0
11	14	Comerica, Inc.	18.0	9.2
12	2	CoreStates Financial Corp.	17.3	52.6
13	--	United Virginia Bksh., Inc.	17.2	--
14	7	Banc One Corp.	17.0	16.5
15	11	Sun Banks, Inc.	15.8	13.1
16	5	Allied Bancshares, Inc.	15.4	23.6
17	9	Citizens & Southern Ga. Corp.	13.9	13.9
18	15	National City Corp.	13.6	7.9
19	--	Sovran Financial Corp.	11.1	--
20	--	First National State Bancorp.	10.5	--
21	--	First Wisconsin Corp.	10.2	--
22	--	Fleet Financial Group, Inc.	9.9	--
23	--	Midlantic Banks, Inc.	3.6	--
24	26	U.S. Bancorp.	0.7	-19.6
25	--	Norstar Bancorp., Inc.	0.6	--
26	12	Shawmut Corp.	-0.6	13.0
27	21	Southeast Banking Corp.	-0.7	-3.8
28	20	Mercantile Bancorp., Inc.	-2.0	-2.5
29	19	Bank of New England Corp.	-3.7	1.0
30	18	Maryland National Corp.	-8.2	4.1
31	23	Valley National Corp.	-9.3	-10.9
32	22	AmeriTrust Corp.	-9.3	-6.9
33	28	Centerre Bancorp.	-10.2	-40.6
34	10	CBT Corp.	-17.0	13.8
35	--	Texas American Bksh., Inc.	-22.1	--
36	16	Huntington Bancshares, Inc.	-36.3	6.5
37	24	European American Bancorp.	-36.8	-10.9
38	27	BancOhio Corp.	-39.0	-20.2
39	4	Southwest Bancshares, Inc.	-41.5	29.4
40	-	First Pennsylvania Corp.	N/A	N/A
		MEAN VALUES FOR GROUP	**16.3**	**15.4**

The return on assets (r.o.a.) for both 1983 and 1982 are based on net income, which includes nonrecurring items. The 1982 r.o.a. rank, however, is based on net operating income (income before securities transactions). Dashes (--) in the 1982 rank columns for banking companies in the $5-to-$10 billion asset category indicate that these companies were not in this panel last year because their yearend 1982 assets were less than $5 billion. [1]— Both the 1982 and 1983 data were taken from American Banker data files. [2] — The 1982 data were taken from American Banker data files. N/A — Not Applicable.

Data provided by Cates Consulting Analysts, New York.

Performance Study Peer Groups*

In order of total resources on 12/31/83

Peer Asset Rank		Assets 12/31/83
	MONEY CENTER BANKS	
1	Citicorp, New York	134,655,000,000
2	Chase Manhattan Corp., New York	81,921,449,000
3	Manufacturers Hanover Corp., New York	64,332,000,000
4	J.P. Morgan & Co., Inc., New York	58,023,000,000
5	Chemical New York Corp.	51,164,860,000
6	Continental Illinois Corp., Chicago	42,097,371,000
7	Bankers Trust New York Corp.	40,003,359,000
8	First Chicago Corp.	36,323,324,000
9	Mellon National Corp., Pittsburgh	26,433,000,000
10	Bank of Boston Corp.	19,538,000,000
11	Irving Bank Corp., New York	18,586,055,000
12	Republic New York Corp.	10,119,099,000
13	Harris Bankcorp., Chicago	7,425,322,000
14	Northern Trust Corp., Chicago	6,438,196,000
	$10 BILLION-ASSET BANKS	
1	BankAmerica Corp., San Francisco	121,175,689,000
2	First Interstate Bancorp., Los Angeles	44,422,997,000
3	Security Pacific Corp., Los Angeles	40,382,000,000
4	Wells Fargo & Co., San Francisco	27,017,621,000
5	Crocker National Corp., San Francisco	23,393,460,000
6	Marine Midland Banks, Inc., Buffalo, N.Y.	22,872,245,000
7	InterFirst Corp., Dallas	21,736,000,000
8	First Bank System, Inc., Minneapolis	20,871,147,000
9	Norwest Corp., Minneapolis	19,854,235,000
10	Texas Commerce Bancshares, Inc., Houston	19,499,000,000
11	RepublicBank Corp., Dallas	19,081,721,000
12	First City Bancorp. of Texas, Inc., Houston	17,262,782,000
13	NBD Bancorp. Inc., Detroit	13,244,777,000
14	NCNB Corp., Charlotte, N.C.	12,807,706,000
15	Bank of New York Co., Inc.	12,797,199,000
16	PNC Financial Corp., Pittsburgh	12,244,896,000
17	Mercantile Texas Corp., Dallas	11,883,744,000
	$5-$10 BILLION-ASSET BANKS	
1	Barnett Banks of Florida, Inc., Jacksonville	9,396,921,000
2	Sun Banks, Inc., Orlando, Fla. (c)	8,901,312,000
3	Southeast Banking Corp., Miami	8,884,000,000
4	European American Bancorp., New York	8,712,632,000
5	CoreStates Financial Corp., Philadelphia	8,587,300,000
6	Comerica, Inc., Detroit	8,555,307,000
7	Valley National Corp., Phoenix, Ariz.	8,145,940,000
8	Union Bancorp, Los Angeles (a)	8,067,079,000
9	Southwest Bancshares, Inc., Houston	7,988,614,000
10	Allied Bancshares, Inc., Houston	7,895,499,000
11	Wachovia Corp., Winston-Salem, N.C.	7,850,000,000
12	Natwest Holdings, Inc., New York (b)	7,476,847,000
13	Banc One Corp., Columbus, Ohio	7,270,481,000
14	Sovran Financial Corp., Norfolk, Va.	7,187,018,000
15	Citizens & Southern Georgia Corp., Atlanta	6,933,515,000
16	Michigan National Corp., Bloomfield Hills	6,894,204,000
17	First Union Corp., Charlotte, N.C.	6,803,163,000
18	National City Corp., Cleveland	6,585,900,000
19	U.S. Bancorp., Portland, Ore.	6,511,437,000
20	First National State Bancorp., Newark, N.J.	6,416,973,000
21	Midlantic Banks, Inc., Edison, N.J.	6,413,000,000
22	Rainier Bancorp., Seattle	6,412,815,000
23	CBT Corp., Hartford, Conn.	6,072,455,000
24	BancOhio Corp., Columbus	6,062,435,000
25	Manufacturers National Corp., Detroit	5,806,686,000
26	Bank of New England Corp., Boston	5,800,863,000
27	AmeriTrust Corp., Cleveland	5,797,131,000
28	First Atlanta Corp.	5,761,817,000
29	Shawmut Corp., Boston	5,755,176,000
30	Maryland National Corp., Baltimore	5,740,248,000
31	Fleet Financial Group, Inc., Providence, R.I.	5,735,893,000
32	Fidelcor, Inc., Philadelphia	5,661,938,000
33	Mercantile Bancorp., Inc., St. Louis, Mo.	5,508,208,000
34	Huntington Bancshares, Inc., Columbus, Ohio	5,425,909,000
35	United Virginia Bankshares, Inc., Richmond	5,414,776,000
36	Texas American Bankshares, Inc., Ft. Worth	5,409,412,000
37	Centerre Bancorp., St. Louis, Mo.	5,353,886,000
38	Norstar Bancorp., Inc., Albany, N.Y.	5,350,757,000
39	First Pennsylvania Corp., Philadelphia	5,151,888,000
40	First Wisconsin Corp., Milwaukee	5,062,113,000

* Includes all banking firms with assets of $5 billion or more at yearend 1983.
(a) — Data used in the performance study are for Union Bank, the banking subsidiary of the corporation.
(b) — Data used in the performance study are for National Westminster Bank USA, the banking subsidiary of the corporation.
(c) — Includes assets acquired in the yearend merger of Flagship Banks, Inc., Miami, Fla.

How the Market Looks at Banks

Listed by Peer Group in Order of Market-to-Book Value of the Bank's Stock

Mkt-Book Rank 1983	1982		Ratio of Market-to-Book Value 1983	1982	Price Earnings Multiple 1983	1982	Dividend Yield (%) 1983	1982
		MONEY CENTER BANKS						
1	13	Harris Bankcorp	119.64	54.14	15.23	5.15	1.45	7.04
2	1	Republic New York Corp.	108.76	135.16	7.27	7.07	4.03	3.48
3	2	J.P. Morgan & Co., Inc.	101.78	94.80	7.30	6.08	5.21	5.70
4	3	Citicorp	90.50	90.83	5.86	5.95	4.95	5.00
5	5	Bankers Trust New York Corp.	90.43	75.21	5.85	4.30	4.90	6.00
6	6	Mellon National Corp.	87.60	74.28	6.18	5.55	5.65	6.06
7	8	Northern Trust Corp.	86.06	64.22	16.16	6.45	4.48	6.08
		Median Values for the Group	**81.52**	**65.39**	**6.07**	**5.51**	**5.45**	**6.16**
8	7	Chemical New York Corp.	76.98	66.55	5.32	4.36	6.42	6.92
9	4	Bank of Boston Corp.	76.04	77.00	5.47	5.42	5.73	5.65
10	11	First Chicago Corp.	70.20	57.38	6.41	5.47	5.25	6.23
11	12	Irving Bank Corp.	68.31	55.65	5.95	4.71	6.08	7.66
12	9	Manufacturers Hanover Corp.	63.22	62.85	4.85	4.76	7.78	8.16
13	10	Chase Manhattan Corp.	59.08	60.65	4.73	5.83	7.04	7.09
14	14	Continental Illinois Corp.	48.99	50.53	8.03	10.20	9.47	9.25
		$10 BILLION-ASSET BANKS						
1	1	Texas Commerce Bcsh., Inc.	141.05	137.26	8.09	7.01	3.19	3.41
2	6	NCNB Corp.	117.83	87.70	7.54	5.98	4.04	5.19
3	3	PNC Financial Corp.	117.52	114.34	7.62	6.73	4.68	4.22
4	8	Security Pacific Corp.	102.81	76.76	6.88	5.20	4.50	5.89
5	2	Mercantile Texas Corp.	98.13	123.00	6.22	6.55	5.20	4.09
6	5	InterFirst Corp.	92.14	103.91	-5.28	5.20	8.06	5.65
7	9	First Interstate Bancorp.	89.62	73.84	7.38	5.87	5.27	6.61
8	10	Norwest Corp.	86.64	70.90	7.69	5.97	5.78	7.50
9	11	Bank of New York Co., Inc.	85.78	69.77	5.72	4.67	5.64	7.05
		Median Values for the Group	**85.78**	**72.37**	**6.86**	**5.52**	**5.27**	**6.41**
10	4	RepublicBank Corp.	85.31	110.42	6.37	5.80	5.58	5.01
11	7	First City Bancorp. of Texas, Inc.	83.47	83.66	16.46	5.23	6.42	5.89
12	14	Wells Fargo & Co.	82.69	57.38	6.86	4.50	5.22	7.18
13	13	First Bank System, Inc.	80.11	65.03	6.32	5.17	5.23	6.60
14	12	BankAmerica Corp.	78.80	67.74	10.44	7.55	6.68	7.74
15	16	NBD Bancorp. Inc.	62.85	50.27	6.22	4.91	5.24	6.68
16	17	Marine Midland Banks, Inc.	50.92	48.90	5.18	4.88	5.57	6.22
17	18	Crocker National Corp.	48.25	48.08	-45.05	8.04	8.46	8.31
		$5-$10 BILLION-ASSET BANKS						
1	1	Allied Bancshares, Inc.	201.62	200.65	9.27	8.49	3.22	3.22
2	2	Banc One Corp.	198.17	180.84	11.47	9.90	3.28	3.53
3	--	First Atlanta Corp.	155.38	--	8.50	--	3.01	--
4	4	Wachovia Corp.	146.57	115.41	8.53	6.39	3.83	4.52
5	3	Barnett Banks of Florida, Inc.	139.79	121.96	8.60	7.33	3.03	3.74
6	6	Citizens & Southern Ga. Corp.	129.95	100.36	8.40	6.40	4.03	5.09
7	7	First Union Corp., Inc.	128.21	94.64	7.61	5.22	3.32	4.75
8	--	Sovran Financial Corp.	122.46	--	7.77	--	4.69	--
9	--	Fleet Financial Group, Inc.	120.78	--	7.34	--	4.35	--
10	--	Texas American Bankshares, Inc.	116.50	--	10.42	--	3.99	--
11	5	Sun Banks, Inc.	115.53	107.45	8.77	7.10	4.44	5.02
12	--	Norstar Bancorp., Inc.	114.91	--	7.82	--	5.89	
13	--	Midlantic Banks, Inc.	112.13	--	5.92	--	4.21	--
14	--	United Virginia Bankshares, Inc.	111.02	--	7.00	--	4.32	--
15	13	Valley National Corp.	100.27	73.86	9.56	5.94	4.46	6.44
16	16	CoreStates Financial Corp.	99.49	71.98	5.79	4.63	5.64	7.06
17	8	Southwest Bancshares, Inc.	97.48	90.00	10.13	5.16	5.73	6.04
18	14	Rainier Bancorp.	96.41	72.29	8.01	6.58	4.48	5.90
19	11	Southeast Banking Corp.	95.69	83.38	8.18	6.89	4.38	4.79
		Median Values for the Group	**95.69**	**72.29**	**7.82**	**5.56**	**4.46**	**5.90**
20	17	Huntington Bancshares, Inc.	94.05	65.68	9.97	4.71	4.85	5.98
21	--	First National State Bancorp.	88.34	--	5.50	--	6.60	--
22	12	U.S. Bancorp.	86.97	74.40	8.02	6.38	4.26	5.37
23	10	Bank of New England Corp.	86.57	87.10	6.25	5.56	5.45	5.94
24	--	Fidelcor, Inc.	84.51	--	4.49	--	5.57	--
25	18	Maryland National Corp.	83.61	64.12	7.52	4.73	3.86	5.12
26	9	CBT Corp.	82.89	88.54	6.35	5.03	5.81	5.91
27	15	Shawmut Corp.	82.50	72.24	7.28	5.44	5.44	6.05
28	20	Comerica, Inc.	79.86	60.31	7.06	5.22	6.45	8.29
29	21	National City Corp.	76.17	59.71	6.63	5.15	6.73	8.87
30	27	First Pennsylvania Corp.	76.03	42.34	-6.03	-4.27	0.00	0.00
31	19	Mercantile Bancorp., Inc.	71.84	62.26	5.70	4.45	7.01	8.58
32	26	BancOhio Corp.	71.79	42.93	15.00	5.34	3.33	5.71
33	22	AmeriTrust Corp.	69.65	51.95	8.56	5.58	6.13	8.53
34	--	First Wisconsin Corp.	69.53	--	5.89	--	4.94	--
35	24	Centerre Bancorp.	66.61	48.94	9.40	6.09	6.99	9.73
36	23	Manufacturers National Corp.	65.21	50.32	5.63	4.54	4.27	4.53
37	25	Michigan National Corp.	61.64	47.95	13.79	63.04	6.40	8.69
--	--	Union Bank	N/A	N/A	N/A	N/A	N/A	N/A
--	--	European American Bancorp.	N/A	N/A	N/A	N/A	N/A	N/A
--	--	National Westminster Bank USA	N/A	N/A	N/A	N/A	N/A	N/A

Data provided by Cates Consulting Analysts, New York.

Mergers . . .

Continued from Page 2

ing to the investment banking firm of Ryan, Beck & Co.

The bank has $71.6 million in assets and six offices.

With $1.1 billion in assets, Merchants is the 17th largest bank holding company in Pennsylvania. It is the parent of Merchants Bank of Allentown and Easton National Bank & Trust Co.

Citizens & Southern Georgia Corp. of Atlanta has agreed to acquire **First National Bank** of Douglasville, Ga., for $2.6 million.

Citizens & Southern will pay $26 a share for each of First National's 100,000 outstanding shares.

First National has $7 million in assets. Citizens & Southern, with $6.9 billion in assets, is the largest bank holding company in Georgia. ■

How Cates Defines the Terms – from ROA to Dividend Yield

By L. MICHAEL CACACE

NEW YORK — The statistical tables for the *American Banker's* annual performance study were compiled by the American Banker from data provided by Cates Consulting Analysts of New York.

In the first table, "1983 Performance of Top U.S. Banking Companies," firms are ranked by three measures of performance: return on average assets; return on average equity; and percentage change in earnings per share.

Cates defines **return on average assets** as net income for 1983 divided by total average assets. If daily average assets are not available, Cates uses the mean of Dec. 31, 1982, and Dec. 31, 1983. The 1982 return on assets is also based on net income. However the 1982 return-on-assets rank is based on net income after taxes but before securities transactions.

Return on average equity is net income minus preferred stock dividends divided by average common shareholders' equity. Here, average equity is computed by taking the mean of Dec. 31, 1982, and Dec. 31, 1983, common equity.

The percentage change in earnings per share is the difference of earnings per share (December 1983 minus December 1982) divided by earnings per share on December 1982. Earnings per share is primary, based on net income, and for the 12-month period.

In the second table, "How the Market Looks at Banks," banks are ranked in order of market-to-book value of their stock. In addition, the price earnings multiple and dividend yield are shown.

Market-to-book value is the stock price divided by the book value per share. Cates uses the bid price on common stock as of Feb. 1, 1984 (or the closest trade date), and divides it by book value per share on Dec. 31, 1983.

The price/earnings multiple is the stock price, as defined above, divided by earnings per share.

The dividend yield is the indicated annual dividend divided by the stock price as defined above.

The third table is "Performance Study Peer Groups." This table identifies 71 banking firms with assets of $5 billion or more on Dec. 31, 1983. The banks are listed in asset-size order within their respective peer grouping. This table was prepared by the American Banker statistics department. ■

"Banking's gone global. But how much of the world can each bank be expected to know?"

The POLK Round Table:
One in a series.

by Mr. Jan Bishop
Senior Vice President
Barclays Bank International Ltd.

This is the decade of consolidation and the decade of expansion.
The complexion of banking is changing rapidly. In a sense, American banks are being both pulled and pushed at the same time.

There are over 14,000 banks nationwide. But some industry analysts predict that by the end of the decade, there will be less than 6,000! In the coming consolidation, American banks are going to become smaller in number but larger in size.

And as the *scope* of their operations grows, American banks will need to seek relationships overseas.

The internationalization of banking follows the internationalization of business.
Foreign trade has become more and more important to American business. And this trend has continued to accelerate in recent years.

Today a company's customers may be scattered all across the globe. And its suppliers may speak a different language. What's more, this applies to corporations of all sizes. International business is no longer limited only to the corporate giants.

So more and more American companies are expecting more and more of their banks. They need specialized services such as foreign exchange and letters of credit. But above all, they need advice!

Yet a fair question to ask is just how much of the world can each bank be expected to know?

The need for overseas banking is the need for Barclays Bank.
Some American banks will try to deal direct with banks located throughout the world. Others will recognize the difficulties in becoming expert in foreign geography, culture, and international finance. These banks will follow a more realistic course....

They'll turn to a bank that *already* is all of these things, and more. They'll turn to Barclays.

We are solidly branched in over 80 countries around the world...over 5,300 branches at your disposal. We can complete transactions for you in places you can't spell and can barely find on the map!

Barclays is in a perfect position to help American banks with every type of banking service as they venture into the world banking scene. Our international reach becomes your international expertise easily and efficiently.

Barclays is at *home* the world over. So we already know what American bankers need to do business overseas. It's the reach – backed by an impressive $95 billion asset base – that makes it natural for U.S. banks expanding their international business to turn to Barclays.

One of the first places we turn to is Polk's.
To sell international services in the way that we do requires information. Everything begins with good research. And one of the first places we turn to for information is Polk's World Bank Directory.

Polk's gives rudimentary, fundamental information. The kind of information that is always the foundation of ongoing banking relationships. And Polk's gives this information in a clear, easy-to-use format.

Polk's helps us to know bankers on a worldwide basis.
It's no secret that banks are run by people. People will always be the most important part of any banking relationship. Since Polk's plays such an important part in helping us know the facts...the figures...and the *personalities* in banking, it's hard to imagine doing business without it. Without a doubt, Polk's World Bank Directory plays a key role in helping us learn who can use our services and who can help us.

The internationalization of banking is not happening overnight. It's an evolutionary process – constantly changing – constantly in flux. Polk's is current. Polk's is accurate. From a global standpoint, Polk's World Bank Directory is *the* reliable reference for bankers expanding into international markets.

From 1970 until now, there has never been a time that I have not used Polk's. Frequently, when I set about making new contacts...or simply want to check the facts...the first move I make is to reach for Polk's.

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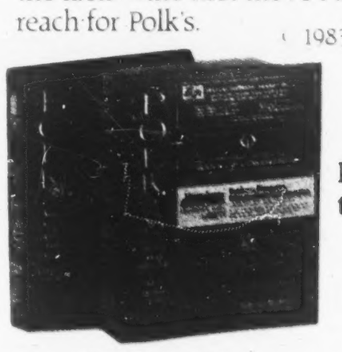

Polk's has the answer.

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Texas Commerce Top Performer In Size Group

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Republic New York earned 90 basis points on assets in 1983, compared with 76 basis points in 1982. And it earned 16.97% on equity, compared with 20.36% a year earlier. Republic is characterized as a money center bank primarily because of the wholesale and international mix of its customer base.

Texas Commerce earned 109 basis points on assets last year, compared with 115 in 1982. It brought in 18.72% on equity in 1983, compared with 21.26% in 1982.

Commenting on the company's performance, Frank W. Anderson, senior investment analyst with Rauscher Pierce Refsnes, Dallas, says, "Texas Commerce traditionally has been one of the more profitable banks in the country. Its loan growth has been rapid, but it has experienced substantially less problems with its portfolio than some of the other major Texas banks, especially in the energy-related area. This is attributable to its superior financial controls system."

InterFirst's Big Tumble

Allied Bancshares earned 146 basis points on assets, compared with 156 in 1982. And it brought in 23.54% on equity, compared with 25.93% in 1982.

Commenting on Allied, Mr. Anderson says, "It has had the best ROA and ROE of any major bank in Texas over the last five years. It is an aggressive lender to the middle market, which offers higher rewards at higher risks."

InterFirst, the bank supplanted by Texas Commerce in the nonmoney center category, fell from first place in both return on assets and return on equity in 1982 to last place in both categories in 1983. In 1982, InterFirst earned 117 basis points on assets (based on net income before securities transactions) and 21.44% on equity. Last year, it lost 82 basis points on assets and it lost 15.64% on equity. InterFirst's losses stem from problems with its energy-related loans.

Group Comparisons

The mean return on average assets for the money center banks rose six basis points, to 0.59% in 1983 from 0.53% in 1982. According to *Cates Bancompare* data for this group, the major factors for the rise are improvements in net interest margin, abetted by a slowing of the growth in overhead expenses. The net interest margin rose 13 basis points last year, to 3.27% from 3.14% in 1982.

The net interest margin is net inter-

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